

"Celebrating 30 Years of Small Business Success"

	<p>The Illinois Small Business Development Center Network</p> <h2>WEEKLY CONNECTION</h2> <p>Entrepreneurship ~ Innovation ~ Technology</p>
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December 22, 2014








All of us at DCEO's EIT Illinois SBDC Network would like to wish you and your loved ones the very best for the Christmas Holidays and hope you have a peaceful, prosperous and successful 2015 ! !

SPECIAL NOTE: The next Weekly Connection will be distributed on 1-5-2015.

SEASONS GREETINGS AND HAPPY NEW YEAR ! !

In Today's Weekly Connection:

-  **Spotlight on Success – Saluki Screen Repair**
-  **Maximizing Neoserra – Jobs Survey**
-  **Valued Resources – GrowthWheel**
-  **Network News and Moves – Small Business Awards Nominations**
-  **America's SBDC Network Connect**

Spotlight on Success – Saluki Screen Repair

Pryor Jordan made a big leap in the last couple of years; from being a computer repair employee to owning Saluki Screen Repair in Carbondale. He credits the **Illinois Small Business Development Center (ISBDC) at Southern Illinois University Carbondale** with helping "every step of the way."

While working at a computer repair shop, Jordan received frequent customer requests for computer screen repairs, a service that the store did not provide. His research and

experience led to the concept for a computer, telephone and tablet repair store. In February 2013, he took the plunge, quit his job and began the quest to start a business.

He began working in his home and sought help from the ISBDC. He found the expertise he was seeking and a home for his business within the Illinois Small Business Incubator program at the Dunn-Richmond Economic Development Center. He said operating his business in the incubator environment allowed him to be close to his advisers and have an inexpensive space to fully launch his startup.

"I didn't have any business experience. I was just a tech guy who had an idea. So for somebody in my shoes, getting the help the ISBDC offers was a must," Jordan said. Since its inception, the business has changed its model, name and location, but the ISBDC has been a constant resource. The center has helped Jordan focus, assisted with financial planning, and aided in managing Jordan's limited resources to maximize his business growth. Despite the fact that the incubator isn't necessarily ideal for retail purposes, his business grew at a fast pace and the ISBDC helped him "graduate" into the regional business community, finding a commercial location well-suited for his needs.

Saluki Screen Repair opened its Grand Avenue location in Carbondale in August and Jordan, the company president, said business has already doubled. The business repairs smartphone, tablets and laptop screens and sells telephones and custom-colored iPhone screens.

"I don't really do a whole lot without talking to my advisers," Jordan said. "I still have a lot to learn and I still need help with the numbers aspect, especially now, since we have experienced tremendous growth since our recent move. We're going strong now, and I think that a large part of my success can be attributed to the advice and planning help that I've gotten from the ISBDC."

He said as his business grows, he will continue to seek help, adapting and developing wisely. He also hopes to expand, opening another store in a nearby college town. Jordan said that he had always wanted to start his own business. Feeling that he didn't have much to lose and that the timing was right, he decided to go for it. He's glad he did, and offers advice to others who are interested in opening a business. "Research and get some help with your ideas," Jordan said. "It never hurts to run your ideas past someone who has worked with other businesses."

Maximizing Neoserra – Jobs Survey - Neoserra Closing for CY2014 on 1-12-15

The Economic Impact Survey that was sent on 12/17/14 & 12/19/14 omitted the Jobs Created/Jobs Retained question. A single question survey seeking this information will be sent out today. As always, clients **must** include Job Type and Job Title detail for each Job Created or Job Retained for the impact to be counted by Neoserra.

Also please note this IMPORTANT REMINDER: Any economic impact data entered in Neoserra after COB on Monday, January 12, 2015 will be counted in CY 2015. Please be sure to get all of your CY2014 entries into Neoserra by COB Monday, January 12th.

Valued Resources – GrowthWheel

GrowthWheel - Meet with David Madié and other GrowthWheel Certified Advisors for the next OnTrack Webinar on January 22nd - 9:30 am EDT (8:30 am CDT) or 4:00 pm EDT (1:00 pm CDT). Please click on: www.growthwheel.com/on-track to register. These monthly OnTrack Webinar sessions, for GrowthWheel Certified Advisors, are an excellent opportunity to stay on-track or get on-track with GrowthWheel®. We strongly urge all of

our Illinois SBDC Certified GrowthWheel Advisors to take advantage of the upcoming OnTrack Webinars.

Network News and Moves - 2015 Small Business Week Awards **IMPORTANT – LAST CHANCE**

The U.S. Small Business Administration Illinois District Office is proud to announce that SBA's online portal is ready to accept nominations for its 2015 National Small Business Week Awards, including the annual Small Business Person of the Year award.

SBA has been following the mantra - Smart, Bold and Accessible in the way the agency conducts business. This is now the third year SBA has been using the online portal submission process, a great and smart improvement from years past. The improved dedicated web portal <http://awards.sba.gov> provides all the guidelines and has made it much easier to submit and track submissions of nominees for National Small Business Week.

Since 1963, National Small Business Week has recognized the outstanding achievements of America's small businesses for their contributions to their local communities, and to our nation's economy. For over 50 years, SBA will continue its tradition in honoring the nation's 28 million small businesses.

SBA Awards given in celebration of National Small Business Week include the following awards:

- ***National Small Business Person of the Year (chosen from among state award winners from each of the 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands, and Guam)***
- ***Phoenix Awards (recognizing outstanding accomplishments during disaster recovery)***
- ***Small Business Prime Contractor of the Year***
- ***Small Business Subcontractor of the Year***
- ***The Dwight D. Eisenhower Award for Excellence (recognizes large prime contractors who have used small businesses as suppliers and contractors)***
- ***SBA 8(a) Graduate of the Year (for recent graduates of the SBA's 8(a) Business Development Program)***
- ***Exporter of the Year***
- ***Small Business Development Center (SBDC) Excellence and Innovation Award (nominations of SBA-funded SBDC Service Centers)***
- ***Women's Business Center (WBCs) of Excellence Award (nominations of SBA-funded WBCs)***
- ***Veterans Business Outreach Center Excellence in Service Award (nominations of SBA-funded Veterans Business Outreach Centers)***
- ***Small Business Investment Company of the Year***

All nominations must be submitted online, postmarked or hand delivered to the SBA no later than 3 p.m. EST, Monday, Jan. 5, 2015. In addition to the portal, nominations can also be sent directly to SBA's Illinois District Office – for contact information and other District Office information visit online at www.sba.gov, call 312-353-4528 or visit in person at 500 West Madison Street, Suite 1150 Chicago, IL 60661-2511.

America's SBDC Network Connect

Please [CLICK HERE](#) to see the December 18th edition of [the America's SBDC Network Connect Newsletter](#). Please note that the America's SBDC Network Connect newsletter will

have a new look in 2015 and it will also move from a weekly to bi-weekly publication. Also please note there will be no newsletter the weeks of December 22nd and January 2nd.

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The **WEEKLY CONNECTION** is distributed by the Illinois SBDC and DCEO Office of Entrepreneurship, Innovation & Technology each Monday to members of the DCEO Illinois SBDC Network to provide the service delivery partners with regular updates on small business issues, opportunities and resources. You may send any information to share with the Illinois SBDC Network to Tom.Becker@illinois.gov. Please feel free to forward this update to other interested resource providers and key stakeholders.

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